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June 9, 1999

Ms. Magalie Roman Salas, Esq.
Secretary
Federal Communications Commission
The Portals
445 Twelfth Street, SW
Washington, DC 20554

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JUN 11 1999
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: CC Docket No. 96-254

Ex Parte Presentation

Dear Ms. Salas:

Today, Art Reilly, Mike Slomin and the undersigned representing Telcordia Technologies met with Blaise Scinto, Greg Cooke, Les Selzer and Bill Howden of the Common Carrier Bureau's Network Services Division regarding the above referenced proceeding. Attached is a copy of the material used during the meeting.

Pursuant to Section 1.1206(b) of the Commission's Rules, two copies of this Ex Parte presentation are being provided. Should you have any questions relating to this filing, please call me at (202) 776-5454.

Sincerely,

Michael J. Knapp
Executive Director
Federal and State Regulatory Relations

Attachment

Copy to: Blaise Scinto
Greg Cooke
Les Selzer
Bill Howden

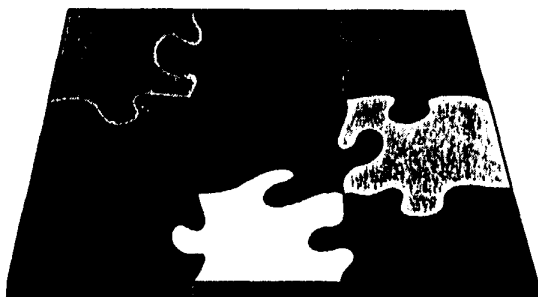
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Telcordia Technologies Generic Requirements Process



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Discussion Topics

- Telcordia Generic Requirements (GRs) Process - Participation and utilization
- Process Business Model
- Need for GR Process flexibility to evolve to meet Telcordia GR Customer needs
 - provide value to funding Customers, and
 - balance between:
 - Industry desires and expectations of the GR process
 - the need for the GR Process to be commercially viable
- Summary



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Telcordia's Generic Requirements

- Telcordia GRs have been used extensively within the industry to:
 - Aid planning & design of new products
 - Planning, implementing, and operating of networks and services
 - Procurement support

In many cases, these vendor-neutral requirements have helped establish the viability of new technologies or services; e.g., SONET, AIN

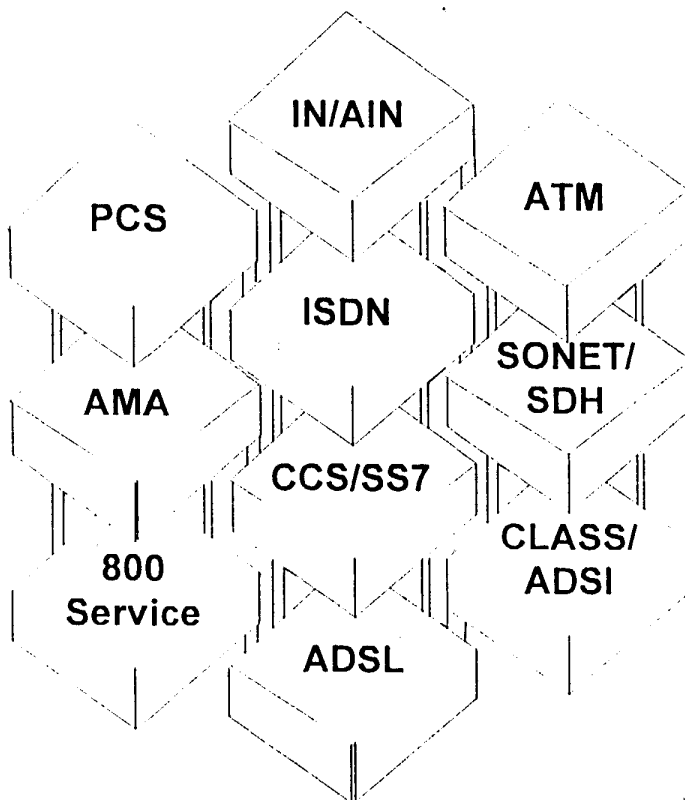
- Importance of timely and high quality equipment and interface requirements expected to increase due to:
 - Rapid industry growth
 - New technologies & services
 - Restructuring and convergence of industries

Telcordia is committed to continue to provide its Customers with solutions to meet their needs



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Broad Topic Areas for Telcordia GR Efforts



Advanced Intelligent Network
CLASS Features and Advanced Screen Telephony
/Analog Display Services Interface
Common Channel Signaling (CCS/SS7)
Emergency Services (E9-1-1)
Energy (Power) Systems
Equipment Physical Design
Equipment Reliability & Quality
Fiber Optic Media
Integrated Digital Loop Carrier/Broadband Access
ISDN
Local Number Portability and Toll Free Services
Network Facilities Components
Network Integration/Synchronization
Next Generation Network
Operations Support Systems including TMN
Operator Services Systems
Security Systems
Software Reliability
SONET/Asynchronous Transfer Mode
Switching Systems Functions & Features
Usage Measurements - AMA
Wireless Services (PCS, Cellular, Mobile, etc.)



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GR Development Process - Participation and Utilization

- Complies with Section 273(d)(4) of the Telecom Act of 1996
- Open to “funding and participation” by all interested parties. Information on GR projects provided by:
 - Telcordia Account Executives
 - Telcordia GR Web page including *Digest* (www.telcordia.com/resources/genericreq)
- Expanding Telcordia GR development topic and customer base
 - ~ 125 GRs developed in 1998 (11% more than in 1996)
 - ~ 225 GRs identified so far in 1999 GR Program including Next Generation Network technologies (additional GR projects are expected to be identified during the year as new issues arise)
- More than 35 service provider and supplier funded GR Development:

customers have



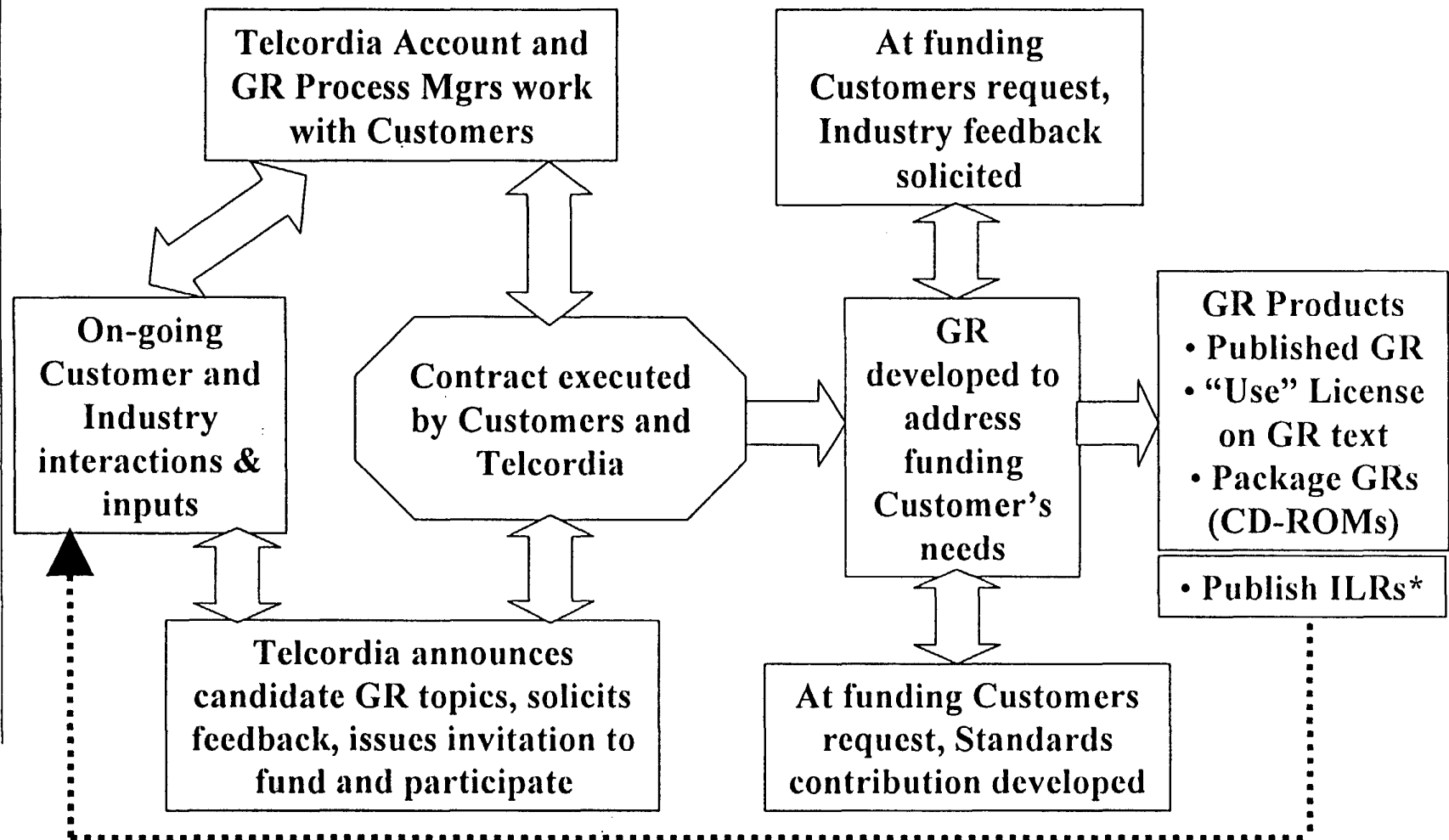
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Participation and Utilization (cont'd)

- Expanding use of GR publications
 - 2000+ purchasers of GR documents across 5 continents
 - 25% more GR documents sold in 1998 than in 1997
 - Applied to data networking
 - Site Licenses to packages of GR documents (including electronic format)



Telcordia's Generic Requirements Business Model



GR Process Changes Introduced

- Process for providing information on industry interest in GR projects
- Opportunity for funders to OPT-out of large GR projects ($\geq \$50K/\text{funder}$)
- Reciprocal indemnification and liability provision for Customer and Telcordia
- Customer license to copy draft and final GRs for internal use of Customer and its major affiliates
- Customer may incorporate GRs in their product specifications and related documentation
- Follow ANSI patent policy
- Procedural changes: Quorum defined as 51%; Minutes distributed within 3 weeks



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Additional Process Changes Under Consideration - Examples

- Dividend credit when actual number of funding Customers exceeds a number predetermined by Telcordia
- Distribution of transferable discount certificates to GR funding Customers redeemable toward purchase of published GR documents
- Multiple payment plans
- Payment plans linked to deliverable milestones
- Identification of the representatives of funding Customers
- Sharing any indemnification Telcordia receives for Intellectual Property infringement among non-infringing Customers who are party to suit
- Definition of “Lack of Industry Interest”

Telcordia's Generic Requirements Standards - GRs: Common Attributes

Standards

Open to all

Used voluntarily

Due process

Promotes innovation

Stimulates competition

Facilitates trade

Telcordia GRs

Open to all

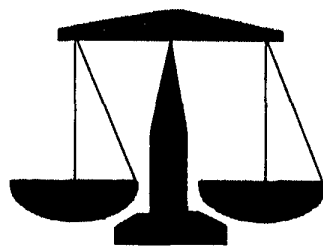
Used voluntarily

Due process

Promotes innovation

Stimulates competition

Facilitates trade



Telcordia's Generic Requirements Standards - GRs: Distinguishing Attributes

Standards

Members contribute resources

Members set target objectives for outputs

Final content depends upon consensus agreement on technical contributions submitted; may have gaps or options; may be too forward-looking for near-term implementation

Telcordia GRs

Telcordia provides leadership, editorial and technical resources

Telcordia contracts with funding Customers to satisfy deliverable deadlines

Telcordia provides timely, high-quality solutions for funding Customer comment/agreement



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Telcordia's Generic Requirements Standards - GRs: Distinguishing Attributes (Cont.)

Standards

Stable text available: 24 mo.

Published 6-9 months after
stable text is approved

Telcordia GRs

Telcordia GRs have at times been
developed before standards (e.g.,
SONET, AIN) where funding

Customer needs dictated

Some GRs address topics not
addressed by standards, e.g., NEBS,
some SONET

Completed GR available to
Customers in 3 - 12 months

Published within 3-4 months
of GR completion



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Telcordia's Generic Requirements - Life Cycle

GRs provide timely, high-quality specifications; promote interoperability, reliability and economies of scale

- Emerging
 - Initial definitions of fundamental properties and specifications promote successful launch of new technology or service (reduce risks in planned \$\$\$B investments)
- Evolving
 - New services/features/capabilities introduced that considers cost-effective evolution of existing network, products and recognizes new opportunities
- Mature
 - Existing, widely-deployed service/product/plant investments continue to be effectively utilized to offer new features/capabilities (extend useful life and maximize investment)



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Summary

- Telcordia always welcomes the opportunity to discussing our Generic Requirements Process and its evolution to address emerging and future needs
- Telcordia is committed to
 - providing value to funding Customers, and
 - balancing between:
 - Industry desires and expectations of the GR process
 - the need for the GR Process to be commercially viable



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